"I NEVER FAIL TO SAY HOW VARIETY HAS IMPACTED BOTH MY LIFE AND THE BOYS. THEY ARE SAFE, RESPECTED, AND MOST OF ALL — JUST ANOTHER CAMPER. AND AS SIMPLE AS THOSE WORDS ARE, WHEN YOU HAVE CHILDREN WITH SPECIAL NEEDS — THOSE ARE WORDS YOU NEVER HEAR. YET AT VARIETY, THAT IS EXACTLY WHAT HAPPENS. THEY ARE LIKE EVERYONE ELSE REGARDLESS OF ABILITY. IT IS 100% INCLUSIVE."

MARYBETH
VARIETY PARENT
"Where there’s a will, there’s a way." That was the guiding principle of the Variety board, administration and staff throughout 2020.

As our Fiscal Year 2020 closes, we’d like to express gratitude to our staff, partners, suppliers, school districts, state and county offices, neighbors, families and friends who worked tirelessly to ensure Variety’s continued service to children and young adults with disabilities for our 85th straight year in the Delaware Valley. Thanks to you, we are still going strong!

When COVID-19 struck in March of 2020, public health emergency orders necessitated a pause of our spring programming and threatened to cancel plans for our storied summer camp and Extended School Year (ESY) programs. We mobilized while quarantining, taking to the phones – and to Zoom - to support our families who were suddenly forced to navigate the uncharted waters of at-home school. Those were impossibly difficult times, and we heard your concern about lack of structure; your desire to keep your children on track academically and socially; and most of all, your pleas for support.

Amidst the uncertainty of a global pandemic, there was only one thing of which we were certain: We would find a way.

Our workforce development program, VarietyWorks, remained operational, as several clients required coaching in conjunction with their front line jobs in grocery and retail. We also facilitated online meet-ups with our clients, which reminded us that, in times of trouble, sometimes all we need is a friend... and a good laugh.

Finally, through careful strategic planning and collaboration with education, medical and public health officials, we crafted new policies and procedures that would underpin our 2020 summer programming. We implemented enhanced sanitization systems, leveraged every bit of our 77-acre campus to accommodate social distancing, calculated capacity limits, applied health screening techniques and, on July 6, launched our summer camp and ESY programs.

Sure, it looked different than years past, but we opened and we honored our pledge to support our families and their children! County Commissioner Val Arkoosh even commended us for our creativity and diligence in compliance and safety on behalf of our families and the community at large...

Throughout an unprecedented year, we also saw unprecedented kindness. We upgraded furnishings throughout campus, thanks to a generous donation by TEVA Pharmaceuticals. Lowe’s Pros staged a beautiful makeover of our 18th century farmhouse, home to a new farm-to-table program. The Montgomery County Conservation District assisted us with planting a beautiful wildflower meadow. And, we could barely believe our eyes when our stalwart neighbor, Allan Myers, gifted construction of an entirely new exit drive that will improve traffic circulation on campus and pave the way for more families to benefit from Variety’s programs and services.

As we look to the year ahead, you have our unwavering commitment that we will continue to “find a way,” through innovation, persistence, and hopefully, even a bit of good luck.

Maribeth Roman Schmidt
Board Chair

Dominique Bernardo
CEO
FY 2020: AT A GLANCE

YOUR DONATIONS HELPED FUEL PROGRAMS THROUGHOUT THE YEAR

VarietyWorks  Summer Camp  Extended School Year  Vocational  After School Programs

OUR YEAR IN REVIEW

REVENUE
$2,339,615

SOCIAL MEDIA PRESENCE
+8.6%

VOLUNTEERS
674 HOURS

ADAPTIVE TRIKE GIVEAWAYS

AT PLAY EVENTS PARTICIPANTS
100+ FAMILIES

SUMMER VOCATIONAL LOAVES OF ZUCCHINI BREAD SOLD!
96

ELI’S STORY

The COVID-19 pandemic of 2020 abruptly drove us indoors, upending routines and throwing even our most basic daily tasks into a tailspin. Throughout the year, no one was immune to the stress and strain of school and business shutdowns ... especially children and young adults with disabilities, many of whom have had a particularly challenging time understanding and adapting to these sudden changes.

For Eli, a fifth grader in the Springfield School District, and his mother Miliana, the shutdown presented significant hardship. From March to July, the 10-year-old, who is non-verbal and on the autism spectrum, lost his morning routine, the ability to perform skills like getting ready for school and getting on the bus, and the opportunity to be with his peers. "There was no clear beginning or end of the day for him, and he did not really understand why there was no bus coming for months; his pattern was completely lost," said Miliana.

"I don’t think people understand that there is so much backstory to us walking out the door or into a store," she explained. "The prep work takes years of routine training: planning to pull into a parking spot, undoing the seatbelt, walking into a store, getting a cart. That is all learned behavior, and when you take that away, you have to build it all up again."

Eli’s circumstances, and that of many others like him, provided the incentive for Variety staff to work diligently through the spring to find a way to safely reopen summer programming as soon as public health officials would allow. As a result, Eli was able to rejoin his classmates at Variety in July for what would be his fourth Extended School Year summer on Variety’s spacious campus, ideally arranged for social distancing.

When Miliana learned that Variety would be the only onsite ESY program in the area (all others remained virtual), she was thrilled. "We were so excited, but also nervous to see the bus arrive on July 6th," she shared. "Eli saw the bus, grabbed the schoolbag and was out the door – and I realized, in that moment, that those skills would come back because he knew he was going somewhere where he could get some of his life back."

For a mother whose goal has always been for her son to be in the community and function as independently as possible, "it was a wonderful moment when Eli was able to head back into the world."
**About Our Clients**

- **Heart 61% Male**
- **Diagnosis**
  - Autism Spectrum Disorder: 34%
  - Intellectual Disability: 19%
  - Down Syndrome: 7%
  - Cerebral Palsy: 3%
  - Other: 14%
  - Unknown: 23%
- **Heart 39% Female**
- **Race**
  - Caucasian: 52%
  - African American: 12%
  - Asian: 3%
  - Multiracial: 1%
  - Unknown/Prefer Not to Answer: 31%

**Counties Served**

- PA
- NJ
- DE

*Data for counties relates to both direct services and at play events*

**VarietyWorks**

- Variety Works Clients Served: 62
- Gainfully Employed: 25
- Part-Time Internships: 8
- Completed Assessments: 12

**Variety in Philadelphia**

- After School Programs: 2
- Trainings in Disabilities & Accommodations Provided to Out of School Time Providers: 35
- Families That Participated in Donor-Led Holiday Parties: 50+
Susan started in the VarietyWorks program little over a year ago, developing customer service skills at our Mobile Café, with hopes to eventually obtain her first job in the community. From Day One, she told the VarietyWorks team that she, one day, hoped to work in daycare. Susan is naturally a people person and flourished in her role at the Mobile Café, becoming increasingly more comfortable talking and interacting with her customers. In March, due to COVID-19, the Mobile Café was temporarily shut down, and Susan was devastated, frequently asking her mother when she would be able to work again. Recognizing the opportunity of found time during the shutdown, the VarietyWorks staff encouraged Susan to meet regularly with her job coach, Jess, and focus on developing skills that would more directly translate into a job in daycare. In a few short months, Susan’s VarietyWorks training landed her a position as an assistant teacher at a daycare very close to her home. Among her responsibilities, Susan enthusiastically reads to the students, helps set up for snack and nap time, is in charge of keeping the classroom neat and clean, and most importantly, engages and builds relationships with the students. Susan is ecstatic to have obtained her dream job in the midst of a pandemic, and is thankful for the training, support and encouragement that she received from her VarietyWorks team.

Imagine a campus where children of all abilities are welcomed with open arms — and open hearts — encouraged to explore and learn and grow at their own pace, in an environment as unique and as special as they are.

Imagine young adults with disabilities flourishing through the wonderful gift of choice — in social activities, camps, school programs, job skills development, and even careers they may like to pursue.

Imagine an unwavering bond with — and acceptance among — family and school and community that strives to unlock each individual’s potential to be independent, self-confident and prepared for life.

Imagine a whole new world of Variety, the children’s charity of the Delaware Valley.

Donate today!
AWARDS & ACCOMPLISHMENTS

PHILADELPHIA BUSINESS JOURNAL

FACES OF PHILANTHROPY WITH FIRSTRUST

TYLER KAMMERLE
VARIETYWORKS DIRECTOR

&

JANAYA CAPLE
PHILA. AFTER SCHOOL PROGRAM COORDINATOR

HONORABLE MENTION

20TH ANNUAL POINTS OF TRANSFORMATION AWARDS

MONTCO HAPPENING LIST

2020 FINALIST

CHARITY FAMILY EVENT OUTDOOR EVENT & FUNDRAISER
VARIETY BOARD MEMBERS

JERRY BOLLENBACH
BETSY BRIGHTMAN
JULIE BURKE
PHIL BURKETT
DONALD FAUL, CPA
MARIE GILLESPIE
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TANGI JAMES-BOONE
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